RANDOM HOUSE, INC.
201 EAST 50TH STREET, NEW YORK, N.Y. 10022
TELEPHONE 212 751-2600

February 4, 1981

Mr. Steward Brand
Point Foundation
P.O. Box 428
Sausalito, California 94965

Dear Mr. Brand:

Enclosed please find our statement on The Next Whole Earth Catalog, together with our check in the amount of $117,310.30 covering the period ending December 31, 1980.

Please note that manufacturing costs are estimates given by production, however, when actual costs have been established a supporting schedule will be furnished.

Very truly yours,

Josef Blach
Mgr., Co-Pub & Agency Acctg. Dept.

IN SETTLEMENT OF: PLEASE DETACH BEFORE DEPOSITING CHECK

DATE	ITEM	GROSS	DISCOUNT	NET
		#26659 2/4/81		/
2/81	For Sales Per Attached	117,310.30		117,310.30
\	B 32716			

ALFRED A. KNOPF, INC.
PANTHEON BOOKS

RANDOM HOUSE, INC.

BALLANTINE BOOKS
26659

RANDOM HOUSE, INC.
201 EAST 50TH STREET, NEW YORK, N.Y. 10022
TELEPHONE 212 751-2600

In Account With: Point Foundation
Sales Period. Inception - 12/31/80
Title: "The Next Whole Earth Catalog

Title Code: 73951-5
Pub Date: 10/80

	PERIOD 10/1/80 - 12/31/80	
	Copies	Amount
Gross Sales:		
Trade Domestic	134,221	$ 878,092.13
Foreign	4,557	26,944.39
Canada	6,750	31,218.75
Total Gross Sales	145,528	$ 936,255.27
Returns	(578)	(3,881.96)
Net Sales	144,950	$ 932,373.31
Reserve For Returns - 10% G.S.		(93,625.53)
		$ 838,747.78
Deduction Per Contract:		
*PPB Estimate $3.321 @ Copy - 98928 CPS		328,539.89
*PPB " $3.195 @ " - 48,414 CPS		154,682.73
*PPB " $3.321 @ " - 5,170 CPS For Point Foundation		17,136.36
Handling Charges - 75¢ @ Copy on 5160 CPS		3,870.00
Interest On $500,358.98 @ 14½% - 20 Days		3,975.45
Advertising (Publicity)		983.96
Freight		1,591.65
Distribution Fee - 22½% On G.S.		210,657.44
		$ 721,437.48
Profit (Loss) From Operation		$ 117,310.30
Amount Due Point Foundation		$ 117,310.30

* Subject To Change to Actual Cost When Established

RANDOM HOUSE, INC.

201 EAST 50TH STREET, NEW YORK, N.Y. 10022

TELEPHONE 212 751-2600

"THE NEXT WHOLE EARTH CATALOG"

Sales Discount Schedule

Period Ending 12/31/80

		Retail Price	Discount	Net Selling Price	Total Sales
Gross Sales - Trade	134,221 Copies	$ 12.50	$ 5.96	$ 6.54	$ 878,092.13
Foreign	4,557 Copies	12.50	6.59	5.91	$ 26,944.39
Canada	6,750 Copies	12.50	7.88	4.62	31,218.75
Total	145,528				$936,255.27

RANDOM HOUSE, INC.

201 EAST 50TH STREET, NEW YORK, N.Y. 10022
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In Account With: Point Foundation
Sales Period. Inception - 12/31/80
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	PERIOD 10/1/80 - 12/31/80 Copies	Amount	
Gross Sales:			
Trade Domestic	134,221	$ 878,092.13	@ 6.54 ea
Foreign	4,557	26,944.39	5.91 eac
Canada	6,750	31,218.75	4.62 eac
Total Gross Sales	145,528	$ 936,255.27	
Returns	(578)	(3,881.96)	@ 6.72
Net Sales	144,950	$ 932,373.31	
Reserve For Returns - 10% G.S.		(93,625.53)	
		$ 838,747.78	

152,512 copies

Deduction Per Contract:

*PPB Estimate $3.321 @ Copy - 98928 CPS	328,539.89	500,358.98
*PPB " $3.195 @ " - 48,414 CPS	154,682.73	
*PPB " $3.321 @ " - 5,170 CPS For Point Foundation	17,136.36	
Handling Charges - 75¢ @ Copy on 5160 CPS	3,870.00	
Interest On $500,358.98 @ 14½% - 20 Days	3,975.45	
Advertising (Publicity)	983.96	
Freight	1,591.65	
Distribution Fee - 22½% On G.S. (on #936,255.27)	210,657.44	
	$ 721,437.48	
Profit (Loss) From Operation	$ 117,310.30	
Amount Due Point Foundation	$ 117,310.30	

which printing was that cost (where are 30,000 copies we got?) where are .75 charges for them)

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